

IN THE UNITED STATES DISTRICT COURT  
FOR THE EASTERN DISTRICT OF PENNSYLVANIA

QVC, INC.

Plaintiff,

vs.

Civil Action No. 02-CV-2874

Q VISION NETWORK, INC.,

Defendant.

**DECLARATION OF NEAL GRABELL**

I Neal Grabell, Esquire, declare and state as follows:

1. I am Senior Vice-President and General Counsel for QVC, Inc., the plaintiff in the above-referenced civil action, and make this Declaration in support of QVC's Motion for Preliminary Injunction.

2. The statements contained in this Declaration are based upon my personal knowledge of the events recited herein, and upon my review of contemporaneous and relevant files and documents, except where stated on my understanding or upon information and belief, in which event I believe the same to be true.

3. QVC, Inc. is a Delaware corporation having its principal place of business located at Studio Park, West Chester, PA. QVC, Inc. has numerous subsidiaries and affiliates through which it conducts business. (Hereinafter, QVC, Inc. and its subsidiaries and affiliates will be collectively referred to as "QVC.")

4. QVC is one of the nation's largest and most well known electronic retailers. It has helped create and has been a major force in the televised shopping industry since it debuted in 1986. QVC established a new record in American business history for first full-fiscal-year sales by a new public company, with revenues of more than \$112 million. By 1993, QVC had become the number one televised shopping service in sales, profits, and reputation in the U.S., reaching more than 80% of all U.S. cable homes and three (3) million satellite dishes.

5. As of December 31, 2001, QVC's television program was available, on a full and part-time basis, to more than 82 million homes in the United States, more than 9.2 million homes in the United Kingdom, more than 27.9 million homes in Germany and more than 5.6 million homes in Japan. In 2001, Plaintiff shipped more than 92 million units to customers around the world as a result of some 133 million phone calls, leading to more than \$3.9 billion in sales.

6. Since 1996, QVC has offered an interactive shopping service, QVC.COM, on the Internet, which, like its television shopping service, offers a diverse array of merchandise, online, 24 hours a day, 7 days a week. Sales on QVC.COM have climbed from \$15 million in 1997 to \$285 million in 2001. The QVC Web site handles approximately 2.4 million unique visitors each month. Among the accolades that QVC's QVC.COM site has received includes the prestigious CIO Web Business 50 Award from IDG's CIO magazine, which honors 50 outstanding Web sites across business, government, and non-profit platforms, and from

Forrester Power Ranking - a leading independent Internet research firm which analyzes technology change and its impact on business, consumers, and society - a number one (1) ranking as the top general merchandiser on the Internet.

7. In addition, QVC also markets its products through mail-order catalogs and various retail outlets located in Pennsylvania, Delaware, Minnesota, South Carolina and Florida.

8. QVC has continuously provided its retail services under the names and marks QVC and QVC NETWORK since 1986, and Q since 1994.

9. QVC is the prior user and exclusive licensee of the name and mark QVC. The United States Patent and Trademark Office ("USPTO"), on or about September 1, 1987, granted federal trademark registration to QVC for the mark QVC for providing at home shopping services in the field of general merchandise by means of cable television as Certificate of Registration No. 1,455,889. Attached hereto and incorporated herein as Exhibit 1 is a copy of Certificate of Registration No. 1,455,889.

10. On or about February 26, 1993, the USPTO accepted the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,455,889.

11. Accordingly, upon acceptance of the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,455,889 by the USPTO, the validity of the registered mark and of the registration of the mark, ownership of the mark, and the exclusive right to use said registered mark in commerce for the above-mentioned services are

incontestable under 15 U.S.C. § 1065 and 15 U.S.C. § 1115(b).

12. On or about November 8, 1988, the USPTO granted federal trademark registration to QVC for the mark QVC NETWORK (plus design) for providing at home shopping services in the field of general merchandise by means of television as Certificate of Registration No. 1,512,144. Attached hereto and incorporated herein as Exhibit 2 is a copy of Certificate of Registration No. 1,512,144.

13. On or about November 2, 1994, the USPTO accepted the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,512,144.

14. Accordingly, upon acceptance of the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,512,144 by the USPTO, the validity of the registered mark and of the registration of the mark, ownership of the mark, and the exclusive right to use said registered mark in commerce for the above-mentioned services are incontestable under 15 U.S.C. § 1065 and 15 U.S.C. § 1115(b).

15. On or about October 31, 1995, the USPTO granted federal trademark registration to QVC for the mark QVC (in stylized form) for providing at home shopping services by means of television as Certificate of Registration No. 1,930,782. Attached hereto and incorporated herein as Exhibit 3 is a copy of Certificate of Registration No. 1,930,782.

16. On or about March 30, 2001, the USPTO accepted the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,930,782.

17. Accordingly, upon acceptance of the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,930,782 by the USPTO, the validity of the registered mark and of the registration of the mark, ownership of the mark, and the exclusive right to use said registered mark in commerce for the above-mentioned services are incontestable under 15 U.S.C. § 1065 and 15 U.S.C. § 1115(b).

18. On or about January 2, 1996, the USPTO granted federal trademark registration to QVC for the mark QVC for catalog and mail order services in the field of general merchandise as Certificate of Registration No. 1,945,357. Attached hereto and incorporated herein as Exhibit 4 is a copy of Certificate of Registration No. 1,945,357.

19. On or about September 7, 2001, the USPTO accepted the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,945,357.

20. Accordingly, upon acceptance of the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,945,357 by the USPTO, the validity of the registered mark and of the registration of the mark, ownership of the mark, and the exclusive right to use said registered mark in commerce for the above-mentioned services are incontestable under 15 U.S.C. § 1065 and 15 U.S.C. § 1115(b).

21. The USPTO has also granted federal trademark registration to QVC for the mark QVC for retail store services in the field of general merchandise as Certificate of Registration No 2,015,779; and for interactive retail services

provided via computer and television featuring general merchandise as Certificate of Registration No 2,098,066. Attached hereto and incorporated herein as Exhibit 5 is a copy of Certificate of Registration No. 2,015,779, and, as Exhibit 6, a copy of Certificate of Registration No. 2,098,066.

22. QVC is also the prior user and owner of the name and mark Q. On or about August 22, 1995, the USPTO granted federal trademark registration to QVC for the mark Q for providing at home shopping services in the field of general merchandise by means of television as Certificate of Registration No. 1,914,291. Attached hereto and incorporated herein as Exhibit 7 is a copy of Certificate of Registration No. 1,914,291.

23. On or about September 25, 2001, the USPTO accepted the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,914,291.

24. Accordingly, upon acceptance of the Section 8 and 15 Combined Declaration of Use and for Incontestability re Certificate of Registration No. 1,914,291 by the USPTO, the validity of the registered mark and of the registration of the mark, ownership of the mark, and the exclusive right to use said registered mark in commerce for the above-mentioned services are incontestable under 15 U.S.C. § 1065 and 15 U.S.C. § 1115(b).

25. The above Certificates of Registration and the marks covered thereby are valid and in full force and effect.

26. QVC has all right, title and interest in and to Certificate of Registration 1,914,291, and the mark covered thereby, to bring the above-captioned Civil Action.

27. Certificates of Registration Nos. 1,455,889, 1,512,144, 1,930,782, 1,945,357, 2,015,779 and 2,098,066 and the marks covered thereby (hereinafter collectively referred to as the "QVC marks") are subsisting in the name of ER Marks, Inc., a wholly-owned subsidiary of QVC. QVC is the exclusive licensee of ER Marks, Inc., and as exclusive licensee, QVC is entitled to full and exclusive use of the QVC marks. QVC has complete authorization to enforce these marks, including the right to seek injunctive relief and collect damages for infringement thereof.

28. Continuously, since long prior to the acts of Defendant Q Vision Networks, Inc. alleged herein, QVC has established a substantial market for its goods and services sold and marketed through its QVC television network, its online interactive shopping site, QVC.COM, mail order catalogs and retail stores. The QVC and Q marks are always shown in association with the goods and services provided by QVC, which have been widely advertised and extensively offered under these marks. These goods and services have achieved fame and renown throughout the United States in view of QVC's extensive exposure through its broadcasting, advertising, promotion and sale of the goods and services in association with the QVC and Q marks.

29. As a result of QVC's exclusive, continuous and substantial use, and its continuous, extensive sales and advertising, the QVC and Q marks have come to represent an invaluable symbol of the goodwill of QVC's business and possess a very high degree of distinctiveness. The QVC and Q marks are

famous and recognized by consumers throughout the United States as identifying goods and services which have their source, origin or sponsorship with QVC, and as distinguishing such goods and services from the goods and services of others.

30. Upon information and belief, Defendant Q Vision Network, Inc. is an Arizona corporation, having a place of business at 7944 East Beck Lane, Scottsdale, AZ 85260. Attached as Exhibit 8 is a copy of the Arizona Department of State Division of Corporations online record for Defendant Q Vision Network, Inc.

31. Upon information and belief, Defendant, along with the trade and the public, are well aware of QVC's prior use of the QVC and Q marks and the valuable reputation and goodwill represented and symbolized thereby.

32. Upon further information and belief, well after QVC had established its rights in its QVC and Q marks and after these marks had become well-known among consumers, Defendant has adopted and used the Q VISION NETWORK, Q SHOP and/or Q SHOP TV marks in connection with its infomercials and television program(s) and its interactive Web site, where Defendant retails and markets various items of general merchandise. Attached as Exhibit 9 is a copy of a television screen display of Defendant's television shopping program. Attached as Exhibit 10 is a copy of a computer screen display of the home page of Defendant's online retail shopping service. Attached as Exhibit 11 are the WHOIS records for the QSHOP-TV, QSHOPTV.COM and QVISIONNETWORK.COM domain names, which show that Defendant

registered these domain names on November 13, 2001, December 20, 2001 and February 23, 2002, respectively.

33. Upon discovering and investigating Defendant's use of the Q VISION NETWORK, Q SHOP and/or Q SHOP TV marks, QVC initiated the instant Action. At the same time, QVC, through its counsel, contacted Defendant and demanded that it immediately cease any use of the Q VISION NETWORK, Q SHOP and/or Q SHOP TV marks. Despite attempts to resolve this dispute, QVC is compelled to commence the present Motion for Preliminary Injunction.

34. QVC has expended substantial time, effort, expense and resources to develop brand recognition and goodwill through its marketing of its services and the QVC and Q marks. I believe that QVC will be irreparably harmed, as consumers are likely to be confused as a result of Defendant's use of substantially similar marks in connection with identical services, and consumers are likely to assume that Defendant's commercial activities are somehow affiliated, connected or associated with QVC.

35. Furthermore, QVC will be irreparably harmed, because consumers are likely to make a mental association between the parties' marks and both parties, thereby diluting the unique and distinctive link between the well-known QVC and Q marks and QVC's services. As a result, the QVC and Q marks will lose the strength they once possessed. It is impossible to place a dollar value on such damage to QVC's marks.

36. QVC plainly has no control over how Defendant conducts

and will conduct its business, and to the extent that Defendant employs promotional and marketing methods that QVC believes are inappropriate or markets products that are not substantively or qualitatively consistent with QVC's high standards, Defendant will further injure and adversely affect QVC's ability to shape and control the reputation and goodwill it has worked so hard developing.

I declare under the penalty of perjury under the laws of the United States that the foregoing statements are true and correct to the best of my knowledge.

Executed on this 12<sup>th</sup> day of June 2002.

QVC, INC.

BY: Neal S. Grabell  
Neal S. Grabell  
Senior Vice President

Int. Cl.: 42

Prior U.S. Cl.: 101

**United States Patent and Trademark Office** Reg. No. 1,455,889  
Registered Sep. 1, 1987

**SERVICE MARK  
PRINCIPAL REGISTER**

**QVC**

QVC NETWORK, INC. (DELAWARE CORPORATION)  
GOSHEN CORPORATE PARK  
WEST CHESTER, PA 19380

FOR: PROVIDING AT HOME SHOPPING  
SERVICES IN THE FIELD OF GENERAL MER-  
CHANDISE BY MEANS OF CABLE TELEVI-  
SION, IN CLASS 42 (U.S. CL. 101).

FIRST USE 12-29-1986; IN COMMERCE  
12-29-1986.

SER. NO. 640,709, FILED 1-20-1987.

TERRY ELLEN HOLTZMAN, EXAMINING AT-  
TORNEY



Int. Cl.: 42

Prior U.S. Cls.: 101 and 107

Reg. No. 1,512,144

United States Patent and Trademark Office Registered Nov. 8, 1988

**SERVICE MARK  
PRINCIPAL REGISTER**



QVC NETWORK, INC. (DELAWARE CORPORATION)  
GOSHEN CORPORATION PARK  
WEST CHESTER, PA 19380

FOR: PROVIDING AT-HOME SHOPPING SERVICES IN THE FIELD OF GENERAL MERCHANDISE BY MEANS OF TELEVISION, IN CLASS 42 (U.S. CLS. 101 AND 107).

FIRST USE 11-24-1986; IN COMMERCE 11-24-1986.

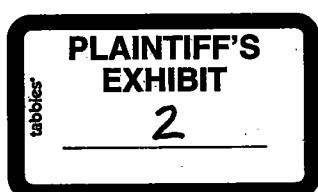
OWNER OF U.S. REG. NO. 1,455,889 AND OTHERS.

NO CLAIM IS MADE TO THE EXCLUSIVE RIGHT TO USE "NETWORK", APART FROM THE MARK AS SHOWN.

THE LINING SHOWN IN THE MARK IS A FEATURE OF THE MARK AND DOES NOT INDICATE COLOR.

SER. NO. 715,880, FILED 3-10-1988.

ALICE SUE CARRUTHERS, EXAMINING ATTORNEY



Int. Cl.: 42



Prior U.S. Cl.: 100

**United States Patent and Trademark Office**

Reg. No. 1,930,782  
Registered Oct. 31, 1995

**SERVICE MARK  
PRINCIPAL REGISTER**

# QVC

QVC, INC. (DELAWARE CORPORATION)  
1635 ENTERPRISE DRIVE  
WEST CHESTER, PA 19380, BY CHANGE OF  
NAME FROM QVC NETWORK, INC. (DELA-  
WARE CORPORATION) WEST CHESTER, PA  
19380

FOR: PROVIDING AT HOME SHOPPING  
SERVICES BY MEANS OF TELEVISION, IN  
CLASS 42 (U.S. CL. 100).

FIRST USE 11-18-1993; IN COMMERCE  
11-18-1993.

OWNER OF U.S. REG. NOS. 1,455,889, 1,775,599  
AND OTHERS.

SER. NO. 74-504,734, FILED 3-24-1994.

W. A. CONN, EXAMINING ATTORNEY



Int. Cl.: 42



Prior U.S. Cls.: 100 and 101

**United States Patent and Trademark Office**

Reg. No. 1,945,357  
Registered Jan. 2, 1996

**SERVICE MARK  
PRINCIPAL REGISTER**

**QVC**

QVC, INC. (DELAWARE CORPORATION)  
1365 ENTERPRISE DRIVE  
WEST CHESTER, PA 19380

FOR: CATALOG AND MAIL ORDER SERVICES IN THE FIELD OF GENERAL MERCHANDISE, IN CLASS 42 (U.S. CLS. 100 AND 101).

FIRST USE 12-29-1986; IN COMMERCE  
12-29-1986.  
OWNER OF U.S. REG. NOS. 1,723,745 AND  
1,775,599.

SER. NO. 74-588,303, FILED 10-14-1994.

W. A. CONN, EXAMINING ATTORNEY



Int. Cl.: 42

Prior U.S. Cls.: 100 and 101

**United States Patent and Trademark Office**

Reg. No. 2,015,779  
Registered Nov. 12, 1996

**SERVICE MARK  
PRINCIPAL REGISTER**

**QVC**

QVC, INC. (DELAWARE CORPORATION)  
1365 ENTERPRISE DRIVE  
WEST CHESTER, PA 19380

FOR: RETAIL STORE SERVICES INN THE  
FIELD OF GENERAL MERCHANDISE, IN  
CLASS 42 (U.S. CLS. 100 AND 101).

FIRST USE 11-0-1987; IN COMMERCE  
11-0-1987.  
OWNER OF U.S. REG. NOS. 1,455,889 AND  
1,930,782.

SER. NO. 75-038,790, FILED 12-29-1995.  
LESLEY LAMOTHE, EXAMINING ATTORNEY



Int. Cl.: 42

Prior U.S. Cls.: 100 and 101

Reg. No. 2,098,066

United States Patent and Trademark Office

Registered Sep. 16, 1997

SERVICE MARK  
PRINCIPAL REGISTER

QVC

QVC, INC. (DELAWARE CORPORATION)  
1365 ENTERPRISE DRIVE  
WEST CHESTER, PA 19380

FOR: INTERACTIVE RETAIL SERVICES  
PROVIDED VIA COMPUTER AND TELEVI-  
SION, FEATURING GENERAL MERCHAN-  
DISE, IN CLASS 42 (U.S. CLS. 100 AND 101).

FIRST USE 12-0-1995; IN COMMERCE  
12-0-1995.  
OWNER OF U.S. REG. NOS. 1,455,889,  
1,775,599, AND OTHERS.

SN 74-697,577, FILED 6-21-1995.

LESLEY LAMOTHE, EXAMINING ATTORNEY

PLAINTIFF'S  
EXHIBIT

6

Int. Cl.: 42

Prior U.S. Cls.: 101 and 107



Reg. No. 1,914,291  
Registered Aug. 22, 1995

United States Patent and Trademark Office

**SERVICE MARK  
PRINCIPAL REGISTER**

**Q**

QVC, INC. (DELAWARE CORPORATION)  
1635 ENTERPRISE DRIVE  
WEST CHESTER, PA 19380 BY CHANGE OF  
NAME FROM QVC NETWORK, INC. (DELA-  
WARE CORPORATION) WEST CHESTER, PA  
19380

FOR: PROVIDING AT HOME SHOPPING  
SERVICES IN THE FIELD OF GENERAL MER-

CHANDISE BY MEANS OF TELEVISION, IN  
CLASS 42 (U.S. CLS. 101 AND 107).

FIRST USE 5-2-1994; IN COMMERCE  
5-2-1994.

SN 74-357,310, FILED 2-9-1993.

JEAN MARC BRUN, EXAMINING ATTORNEY



Arizona Corporation Commission  
State of Arizona Public Access System

06/07/2002

7:07 AM

File Number: -1006850-0

Corp. Name: QVISION NETWORK, INC.

## Domestic Address

7944 E BECK LN #140  
SCOTTSDALE, AZ 85260

## Statutory Agent Information

Agent Name: SCOTT SINGER

## Agent Address:

7944 E BECK LN #140  
SCOTTSDALE, AZ 85260

Agent Status: APPOINTED 10/25/2001

Agent Last Updated:

## Additional Corporate Information

Business Type:

Corporation Type: BUSINESS

Incorporation Date: 10/25/2001

Corporate Life Period: PERPETUAL

Domicile: ARIZONA

County: MARICOPA

Approval Date: 10/25/2001

Original Publish Date:

## Annual Reports

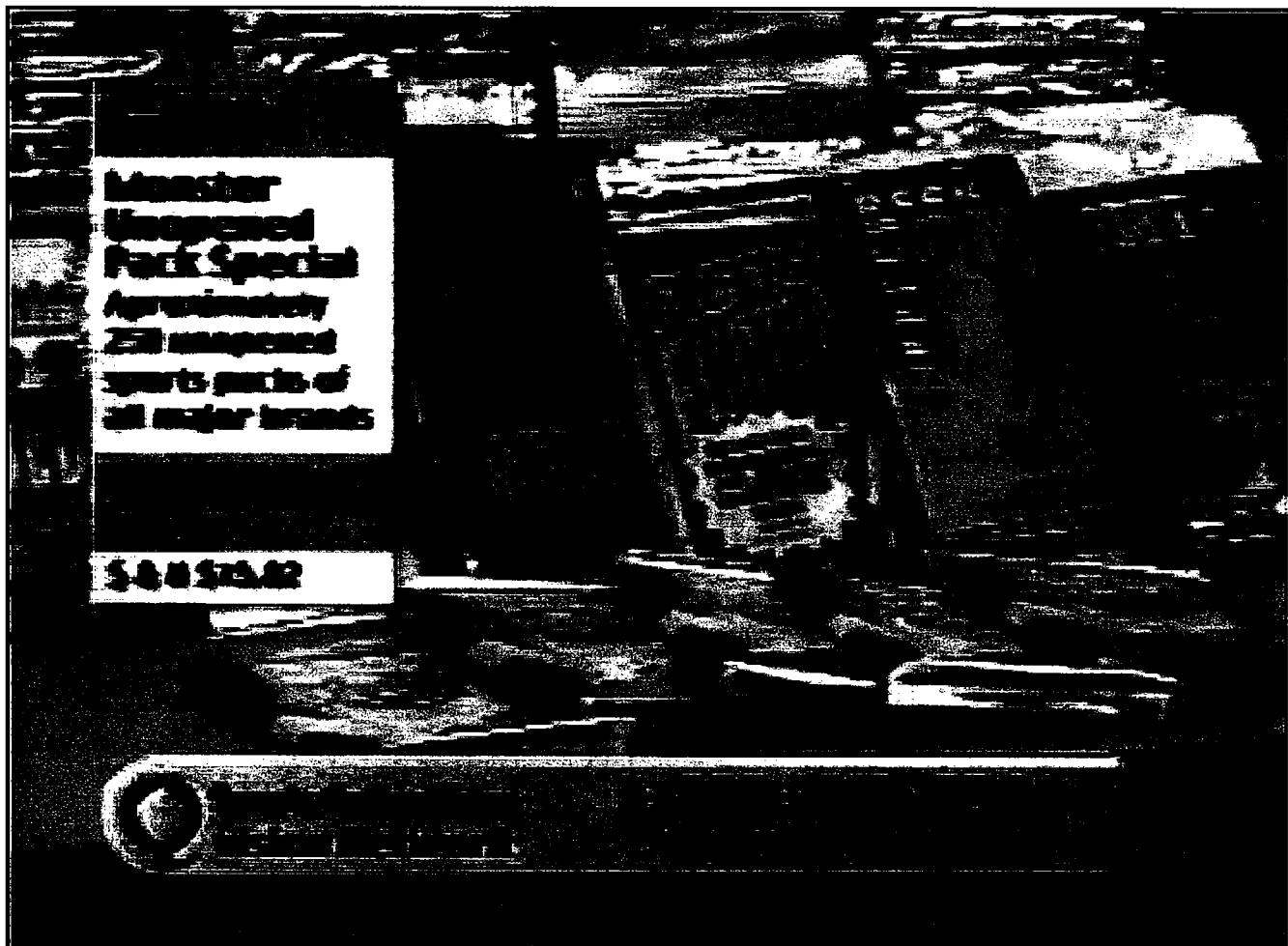
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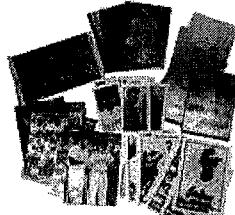
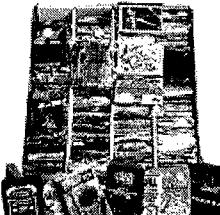
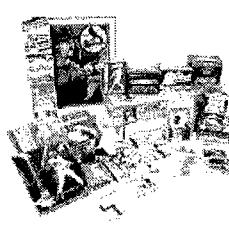
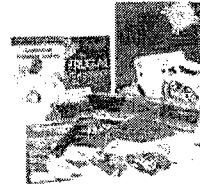
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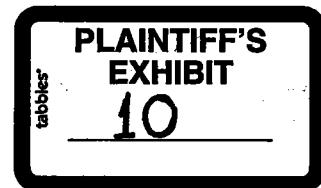
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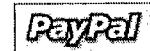
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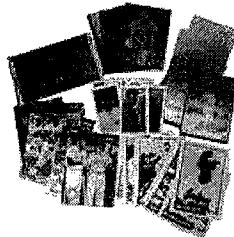
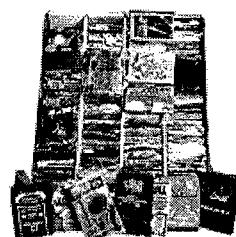
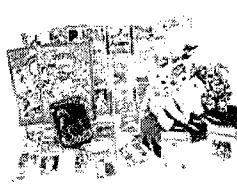
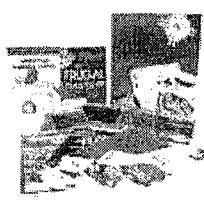
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Scottsdale, AZ 85260 US  
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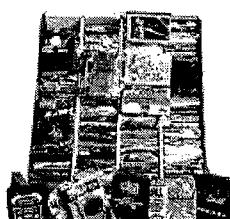
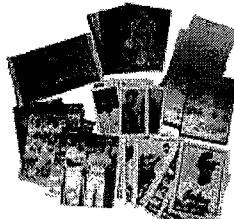
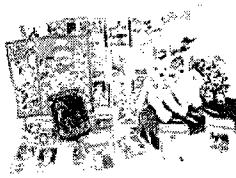
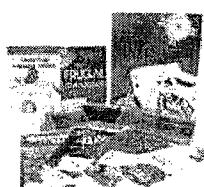
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6 Years \$16.50/yr	10 Years \$63.95/yr

WHOIS Database Search



Specify domain below:

QVISIONNETWORK.COM WHOIS results:

The data contained in Go Daddy Software, Inc.'s WHOIS database, while believed by the company to be reliable, is provided "as is" with no guarantee or warranties regarding its accuracy. This information is provided for the sole purpose of assisting you in obtaining information about domain name registration records. Any use of this data for any other purpose, including, but not limited to, allowing or making possible dissemination or collection of this data in part or in its entirety for any purpose, such as the transmission of unsolicited advertising and solicitations, is expressly forbidden without the prior written permission of Go Daddy Software, Inc. By submitting an inquiry, you agree to these terms of usage and limitations of warranty.

Registrant:

Scott Singer  
Qvision Network, Inc.  
7944 E. Beck Lane  
Suite 140  
Scottsdale, Arizona 85260  
United States

Registrar: Go Daddy Software (<http://registrar.godaddy.com>)  
Domain Name: QVISIONNETWORK.COM  
Created on: 23-Feb-02  
Expires on: 23-Feb-03  
Last Updated on: 23-Feb-02

Administrative Contact:  
Singer, Scott [Information@QShop.tv](mailto:Information@QShop.tv)  
Qvision Network, Inc.  
7944 E. Beck Lane  
Suite 140  
Scottsdale, Arizona 85260  
United States  
(480) 556-9011 Fax -- (480) 609-0982

Technical Contact:  
Administrator, DNS [dns@icserv.net](mailto:dns@icserv.net)  
ICServ, Inc.  
310 N. 2nd E.  
Suite 108  
Rexburg, Idaho 83440  
United States  
(208) 356-8361 Fax -- (208) 356-4969

Domain servers in listed order:  
NS1.ICSERV.NET  
NS2.ICSERV.NET

Domain Registration, Transfer, and Application fees are not refundable.

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Whois

**Go Daddy Domains**

Register A New Domain	Transfer A Domain	Manage Your Account	Private Label	1 Year \$10.95/yr	2 Years \$19.95/yr	3 Years \$29.95/yr	4 Years \$39.95/yr	5 Years \$49.95/yr
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## WHOIS Database Search

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Specify domain below:

## QSHOPTV.COM WHOIS results:

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## Registrant:

Scott Singer  
Qvision Network, Inc.  
7944 E. Beck Lane  
Suite 140  
Scottsdale, Arizona 85260  
United States

Registrar: Go Daddy Software (<http://registrar.godaddy.com>)  
Domain Name: QSHOPTV.COM  
Created on: 20-Dec-01  
Expires on: 20-Dec-02  
Last Updated on: 20-Dec-01

Administrative Contact:  
Singer, Scott [Information@QShop.tv](mailto:Information@QShop.tv)  
Qvision Network, Inc.  
7944 E. Beck Lane  
Suite 140  
Scottsdale, Arizona 85260  
United States  
(480) 556-9011 Fax -- (480) 609-0982

Technical Contact:  
Administrator, DNS [dns@icserv.net](mailto:dns@icserv.net)  
ICServ, Inc.  
310 N. 2nd E.  
Suite 108  
Rexburg, Idaho 83440  
United States  
(208) 356-8361 Fax -- (208) 356-4969

Domain servers in listed order:  
NS1.ICSERV.NET  
NS2.ICSERV.NET

Domain Registration, Transfer, and Application fees are not refundable.

[Register a New Domain](#) [Transfer an Existing Domain](#) [Manage Your Account](#) [Domain Dispute Policy](#)

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» WHOIS > Search Results
click to join

You are Here: **WHOIS** > Search Results

Registrant:  
Qvision Network, Inc. ([QSHOP12-DOM](#))  
7944 E. Beck Lane  
Scottsdale, AZ 85260  
US

Domain Name: QSHOP.TV

Administrative Contact:  
Qvision Network, Inc. ([ZSLWURLAUO](#))  
Qvision Network, Inc.  
7944 E. Beck Lane  
Scottsdale, AZ 85260  
US  
480-556-9011 fax: 480-609-0982

Technical Contact:  
DNS Administrator ([DA12719-OR](#))  
ICServ, Inc  
310 North 2nd East Suite 108  
Rexburg, ID 83440  
US  
208-356-8361  
Fax- 208-356-4969

Record expires on 13-Nov-2002.  
Record created on 13-Nov-2001.  
Database last updated on 7-Jun-2002 10:13:39 EDT.

Domain servers in listed order:

NS1.ICSERV.NET	12.42.147.34
NS2.ICSERV.NET	12.23.66.24

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Is the name you want already registered?  
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[What is a Handle record?](#)
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6/7/02 10:11 AM

**Domain Magistrate**

[Domain Magistrate](#) helps you find information regarding domain name disputes, ICANN decisions and more

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